

Dear FCC Commissioners & Staff:

My name is Steven De Mar and I am the President and CEO of InfoRamp, Inc. We are located in Chicago serving over 13,000 customers.

We offer many services that our local phone company Ameritech is unwilling or unable to provide. We offer free service to just about any worthwhile organization. We serve the churches, libraries and schools without government aid. We will host a website for any good cause. We are part of the communities that we serve. We give back to the towns that feed our people.

When our business began, it was a bunch of modems duct-taped together in the second bedroom of a two flat. We were the only people who offered service in our towns. Because we had to buy our lines from Ameritech we always had a hard time. They never liked the idea of other companies using the phone service as a profit center. Ameritech has always done whatever they could to make us go out of business. Line additions were always delayed. Service interruptions were almost daily events. When we would confront them, it was always the same answer. You are the only one who complains. Everyone else is happy. You must be the problem.

We have been able to move our service from Ameritech. We have moved to a Clec who values our business and views our success as a way for them to succeed. What a great way to do business. They do not view us as a threat, but instead as a valuable customer and partner. Because of the growth of the Clec, we are now able to buy better service for a better price. What an American concept.

Competition means better and cheaper service!!!!

As a technology company, we have tried to offer our customers a broadband option. The only game in town is Ameritech. We cannot possibly sell this service and remain in business.. We are expected to pay Ameritech \$40 per month for each data line that reaches a customer. We must buy cross connection to the internet

for a few dollars more. We must add backbone.

We must furnish \$200 worth of modems to get the service working. We must install the equipment for the customer and must meet Ameritech's market price of \$ 50 per month. Short story is that we cannot ever make money in DSL under these terms. Our cost is higher than the retail price. We call and ask Ameritech on a daily basis to help us compete in this arena. The answer is always these are the rates, you should be able to make a great living with this kind of margin. Day after day we lose more customers to broadband. They do not want to leave our warm fuzzy company, but they are ready to leave horses and buggys for jet planes. We will be just like every merchant on main street....obsolete. If the trend continues there will not be any independent Internet Service Providers left. IT will be Ameritech v The cable company.

We do not have the resources to fight the tariff with Ameritech. They are very well aware that David very seldom wins when he gets into a fight with Goliath. It is criminal that Ameritech is able to get away with a \$ 40 wholesale tariff for network access. The true cost is much much lower. I do not believe that another answer is to allow Ameritech to stop selling this product altogether.

The answer is for the FCC to make an effort to uncover this rate discrimination. Whether it be pricing or provisionsing and stop it. Until the FCC has demonstrated that it is willing to allow ISP's to compete with fair rates, any talk about lifting the rules for a MONOPOLY like AMERITECH is premature.

If you would be interested in exploring this issue any further, please give me a call. The playing field is not level and Ameritech likes it just fine. They know that the way things are going, it is just a matter of time until all the little people have been driven out of the business. You, The FCC with good judgment and vision are the only way to control this unfair company.

Thank you for listening..PLEASE STOP AMERITECH before it is too late.

Sincerely,

Steven De Mar
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